

# SBA Connections

News from the Connecticut District Office

May, 2005

**Bernard M. Sweeney, District Director**

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All of the SBA's programs and services are provided to the Public on a nondiscriminatory basis.

## Connecticut District Office Farewell

**Bernard M. Sweeney, District Director**

Having served as District Director for the Connecticut SBA a little less than three months now I have been confronted with two major challenges all ready which I don't think a District Director has faced in this office ever! We are losing four (4) senior SBA staff who are retiring the end of May. The other change is finding a new State Director for the Connecticut Small Business Development Center.

The SBA family is happy for those leaving, but at the same time there is sadness. We are losing a combination of well over 100 years of government service and technical experience for small businesses.

In order of seniority Kathleen (Kitty) Duncan, the Dean of SBA employees nationally, is leaving after close to 50 years of public service with the federal government. This September, Kitty would have had a full 50 years, forty-eight and a half with SBA. Kitty has been the Women's Business Officer and a Business Development Specialist for Marketing and Outreach of SBA programs in and around the Greater Hartford community. To many small businesses and women's organizations Kitty has been SBA. She will be missed by all for the work and dedication she has exhibited over the years, but never more so than being a sweet human being who looked over all of us at SBA.

Virginia (Ginny) Griffin is leaving too. Ginny, who is taking a full time babysitting job with her two grandchildren, has decided to call it a day. Ginny has 37 years of government service. She has been a long-standing friend and supporter of the Women's Business Centers, SCORE and the CSBDC. Ginny previously headed the SBA 8a minority program in Connecticut, and moved over to Business Development back in the mid 1990's. Ginny too has been a good friend over the years and will be missed by everyone who had the opportunity to get to know her.

Francis (Frank) O'Neill is retiring after 34 years. Frank has been a loan officer during almost all of his tenure at SBA. He has been recorded as having processed more loans in Connecticut than any other person. His stewardship comes to an end, but his smile and sense of humor will stay in the hearts and minds of his fellow employees for a long time.

Kathleen (Kathy) Jennings is leaving after 34 years with the federal government. Kathy is the child among those retiring in terms of years with SBA. She headed the 8a program in Connecticut and helped assist hundreds of minority businesses, all of who are saddened she is leaving. Kathy is beloved by all of her fellow employees and her smile and gentle manner will be missed by all.

-Cont pg. 2. -

## Cont. District Director Farewell

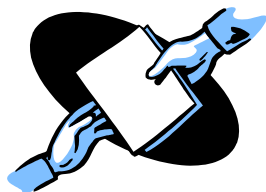
So it goes as someone once said, people move on in their lives. So too has a special person with the Connecticut Small Business Development Center. Zaiga Antonetti. Zaiga left this past April having helped put together the SBDC system when it first started 23 years ago. Zaiga has been a champion of women's business and involved CSBDC in Connecticut in many, many training programs and seminars over the years. She has been and still is a friend to SBA and will be missed as well.

As District Director I have the difficult task of officially saying good-bye to all these wonderful people. We can never replace them, as we shall never see the likes of them again in government.

## Upcoming Events

- June. 02** CT Expo  
New Connecticut Convention Center  
For more information on the Expo  
[Eventmanagement.org](http://Eventmanagement.org)  
Selling to the Government 9:45a – 11:45a  
SBA Matchmaking Session 1:15p – 3:15p  
For more information contact  
[Hugh.Curley@sba.gov](mailto:Hugh.Curley@sba.gov)
- June 10** How to Do Business w/ the Federal Government  
Gateway CC Small Bus. Center Rm. 207B  
9:00a – 12:00p  
For more information contact  
[P.Edgardo.Tarrats@sba.gov](mailto:P.Edgardo.Tarrats@sba.gov)
- Aug. 09** Small and Minority Business Showcase  
Waterbury Grand Hotel  
Waterbury, CT  
For more information contact  
[Greta.Johansson@sba.gov](mailto:Greta.Johansson@sba.gov)
- Sept 22** 23rd Annual Business Women's Forum  
Hilton Southbury  
For more information contact:  
[www.2005bwf.com](http://www.2005bwf.com)

Check out our website for other ongoing seminars and workshops for small business [www.sba.gov/ct](http://www.sba.gov/ct)



## Get to Know Your Connecticut District Office Staff

### SBA Special Programs Representatives (860) 240-4700 – Phone (860) 240-4659 - Fax

Bernard Sweeney	<a href="mailto:Bernard.Sweeney@sba.gov">Bernard.Sweeney@sba.gov</a>	240-4670
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Deputy District Director		
Hugh Curley	<a href="mailto:Hugh.Curley@sba.gov">Hugh.Curley@sba.gov</a>	240-4650
Chambers of Commerce / Colleges		
Debra Dillon	<a href="mailto:Debra.Dillon@sba.gov">Debra.Dillon@sba.gov</a>	240-4654
Public Information Officer		
Kitty Duncan	<a href="mailto:Kathleen.Duncan@sba.gov">Kathleen.Duncan@sba.gov</a>	240-4664
Women's Business Ownership		
Lorraine Green	<a href="mailto:Lorraine.Green@sba.gov">Lorraine.Green@sba.gov</a>	240-4890
Women's Initiatives Support		
Ginny Griffin	<a href="mailto:Virginia.Griffin@sba.gov">Virginia.Griffin@sba.gov</a>	240-4891
Women's Business Center Representative		
Kathy Jennings	<a href="mailto:Kathleen.Jennings@sba.gov">Kathleen.Jennings@sba.gov</a>	240-4893
HubZone, CCR & SDB Contact		
Edie Moccia	<a href="mailto:Edith.Moccia@sba.gov">Edith.Moccia@sba.gov</a>	240-4671
Administrative Officer		
Ken Hayden	<a href="mailto:Kenneth.Hayden@sba.gov">Kenneth.Hayden@sba.gov</a>	240-4889
Freedom of Information Contact		
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Veteran's Affairs Representative		
Frank O'Neill	<a href="mailto:Francis.Oneill@sba.gov">Francis.Oneill@sba.gov</a>	240-4895
504 / CDC Coordinator		
Nicole Parent	<a href="mailto:Nicole.Parent@sba.gov">Nicole.Parent@sba.gov</a>	240-4896
Bank Information Coordinator		
Lisa Powell	<a href="mailto:Lisa.Powell@sba.gov">Lisa.Powell@sba.gov</a>	240-4892
Paralegal		
Jessica Rivera	<a href="mailto:Jessica.Rivera@sba.gov">Jessica.Rivera@sba.gov</a>	240-4638
Bi-Lingual Contact – Spanish		
Stephanie Scott	<a href="mailto:Stephanie.Scott@sba.gov">Stephanie.Scott@sba.gov</a>	240-4637
Disability Contact		
P. Edgardo Tarrats	<a href="mailto:P.Edgardo.Tarrats@sba.gov">P.Edgardo.Tarrats@sba.gov</a>	240-4657
Servicing Center Liaison		

**CONNECTICUT DISTRICT OFFICE  
FY 2005 LOAN VOLUME BY LENDER  
AS OF 04/30/05**

Citizens Bank	178	\$ 8,792,900
Bank of America	127	\$ 4,115,200
Capital One, FSB	63	\$ 2,815,000
Webster Bank	61	\$ 6,381,300
CIT Small Business Lending Corp	33	\$ 16,106,700
Connecticut Community Investment Corp.	31	\$ 12,104,000
Thomaston Savings Bank	34	\$ 5,750,500
Sovereign Bank	29	\$ 2,974,600
Fairfield County Bank Corp.	32	\$ 2,806,000
BankNorth, NA	33	\$ 3,048,700
Newtown Savings Bank	20	\$ 6,428,260
Cornerstone Business Credit, Inc.	19	\$ 5,150,000
Peoples Bank	16	\$ 3,255,000
Commercial Loan Partners, Inc.	15	\$ 7,371,000
Savings Bank of Danbury	12	\$ 2,524,500
Hudson United Bank	12	\$ 1,349,000
JP Morgan Chase	12	\$ 1,090,000
NewAlliance Bank	09	\$ 1,585,000
NewMil Bank	09	\$ 1,223,000
Union Savings Bank	09	\$ 1,023,500
HSBC Bank USA, NA	08	\$ 440,000
The Washington Trust Company	07	\$ 1,193,500
First County Bank	07	\$ 844,000
Liberty Bank	07	\$ 248,000
Waschovia Small Business Lending	06	\$ 4,265,200
Unity Bank	06	\$ 2,047,000
Business Lenders, LLC	04	\$ 2,135,000
Housatonic Industrial Development Corp.	04	\$ 1,090,000
The Bank of Southern Connecticut	04	\$ 1,005,000
Essex Savings Bank	04	\$ 917,000
Rockville Bank	04	\$ 715,000
The Simsbury Bank & Trust Co.	04	\$ 125,000
Commerce Bank	03	\$ 1,803,000
The Apple Valley Bank & Trust Co.	03	\$ 818,000
Connecticut Business Development Corp.	03	\$ 657,000
WestBank	03	\$ 438,000
Citibank, (West), FSB	03	\$ 222,000
Savings Institute Bank and Trust	02	\$ 1,165,000
Comerica Bank	02	\$ 1,102,000
UPS Capital Business Credit	02	\$ 1,082,500
Independence Bank	02	\$ 810,00
Home Loan and Investment Bank	02	\$ 560,000
Connecticut River Community Bank	02	\$ 230,000
CHB America Bank	02	\$ 100,000
Northwest Community Bank	02	\$ 100,000
PNC Bank	01	\$ 1,775,000
National Cooperative Bank	01	\$ 650,000
Valley National Bank	01	\$ 580,000
Branch Banking and Trust Co. (Vine St. Fin.)	01	\$ 540,000
Valley Bank	01	\$ 465,000
Matrix Capital	01	\$ 360,000
Business Loan Center, LLC	01	\$ 350,000
Greater Bay Bank	01	\$ 216,000
The First National Bank of Suffield	01	\$ 110,000
Windsor Federal Savings & Loan Assoc.	01	\$ 96,070
Castle Bank and Trust Company	01	\$ 80,000
Farmington Savings Bank	01	\$ 50,000
Salisbury Bank & Trust Company	01	\$ 50,000
<b>TOTAL</b>	<b>863</b>	<b>\$125,328,930</b>

The following list represents lenders providing first position financing in participation with 504 projects, with the 504 debentures included in the above list under the CDCs.

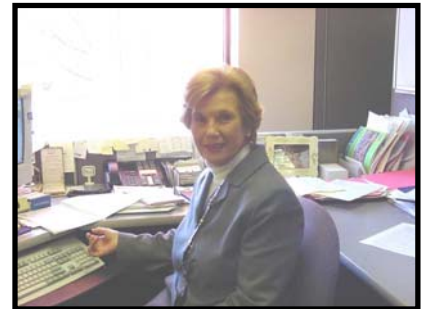
# 504 Loans

		SBA Portion	Total Project
Webster Bank	08	\$ 2,496,000	\$ 3,850,400
NewMil Bank	05	\$ 1,431,000	\$ 3,445,610
Union Savings Bank	04	\$ 2,479,000	\$ 6,059,850
Peoples Bank	03	\$ 1,361,000	\$ 2,842,000
Essex Savings Bank	03	\$ 909,000	\$ 2,313,000
Business Loan Express	02	\$ 1,749,000	\$ 5,270,000
BankNorth	02	\$ 1,408,000	\$ 3,858,500
Citizens Bank of Connecticut	02	\$ 1,080,000	\$ 2,936,240
Newtown Savings Bank	02	\$ 647,000	\$ 1,656,000
Cornerstone Business Credit	02	\$ 626,000	\$ 1,510,000
Valley Bank	02	\$ 606,000	\$ 1,562,000
Zions Bank	02	\$ 603,000	\$ 1,496,000
NewAlliance Bank	02	\$ 548,000	\$ 1,431,000
HUBCO	01	\$ 665,000	\$ 2,024,350
Savings Institute Bank & Trust Company	01	\$ 559,000	\$ 1,353,000
Rockville Bank	01	\$ 523,000	\$ 1,265,000
United Bank	01	\$ 517,000	\$ 1,250,000
Bank of Southern Connecticut	01	\$ 359,000	\$ 873,200
CIT Small Business Lending Corp.	01	\$ 342,000	\$ 2,200,000
Connecticut Bank & Trust Co.	01	\$ 274,000	\$ 659,300
Naugatuck Valley Savings Bank	01	\$ 237,000	\$ 650,000
Liberty Bank	01	\$ 159,000	\$ 379,000
Coastway Credit Union	01	\$ 273,000	\$ 939,900
Enfield Federal Savings & Loan	01	\$ 232,000	\$ 557,000
Bank of America	01	\$ 511,000	\$ 1,004,000
Naugatuck Valley Savings Bank	01	\$ 282,000	\$ 775,375
<b>TOTAL</b>	<b>53</b>	<b>\$21,009,000</b>	<b>\$52,475,725</b>



Kitty Duncan

So Long



Ginny Griffin

You Will All



Kathy Jennings



Frank O'Neill

Be Missed...



# SBA Success Story

## Harley-Davidson/Buell of Danbury

### Danbury, Connecticut

At an early age growing up in Chappaqua, NY Al Lucchino became fascinated watching his neighborhood friends ride around on motorized mini-bikes. Over the next few years his fascination grew and on his 11<sup>th</sup> birthday his parents surprised him with his first mini-bike, a Suzuki. A year later he was riding a larger trail bike and 18 or so months later he had an off-road racing bike. By age 19 after purchasing his first Harley-Davidson he was hooked. Al's younger brother Carl also shared the same passion.

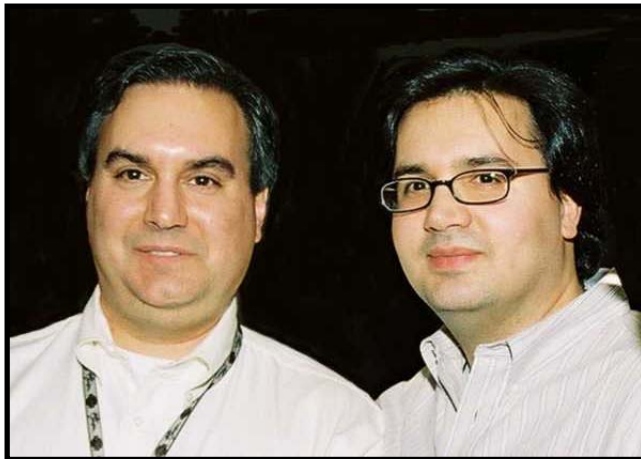
Both brothers went on to college and pursued other careers but their passion for Harleys never faded. That's probably because one thing never changed; they always loved and rode motorcycles, and to them a Harley is the only true bike.

After years of talk about owning a dealership the brothers began an active search and in 1994 they purchased a 1,000 sq. ft Harley dealership in Brewster, N.Y. Realizing that a good location is crucial for a thriving Harley business, the brothers also purchased land in Danbury, CT with the help of the Housatonic Industrial Development Corporation (HIDC) utilizing a U.S. Small Business Administration 504 loan. Their first building on the Danbury site, a 10,000 sq. ft. facility, was built in 1995 and had a staff of 8. Attracting customers throughout the tri-state, they quickly outgrew this facility.

In 2002 the Lucchino's faced their biggest challenge; planning and building a new facility to meet the needs of their growing Harley dealership. They already had a great location, and decided to tear down the old facility, and for the next 1 ½ years divided their services. They moved the showroom to one location and their service and parts department to another during the construction. Paying for this expansion also proved to be a challenge.

So for this \$4 million dollar expansion the brothers once again turned to the SBA 504 loan program and the Saving Bank of Danbury.

Today the newly expanded 30,000 sq. ft. storefront is the newest and largest Harley-Davidson dealership in the Metropolitan area serving Connecticut's Fairfield and Litchfield Counties and parts of New Haven and Hartford Counties. The dealership also draws many customers from NY State's Putnam and Westchester Counties and Long Island, Pennsylvania and Massachusetts. Set on a 1.75-acre lot, the multi million dollar, two-story structure has a massive showroom which houses more than 70 new or pre-owned Harley-Davidson/Buell bikes on display. It also has the Metropolitan area's only state-of-the-art, fully engineered dynamometer facility. The dealership has steadily grown with annual revenues quadrupling from 1995 to 2004, and now employs over 33 staff members. The rapid growth of their business since they first opened their doors and



Al & Carl Lucchino

their recent expansion shows the brothers are well prepared for the future. When asked to explain the reason for such an ambitious expansion, Al replies, "In nine years we more than tripled our business...we needed to triple the space to keep up with that demand."

The Lucchinos also contribute to a range of charities each year. They also launched a series of events honoring and raising funds for members of the Armed Forces wounded in Afghanistan and Iraq, and maintain an ongoing commitment of support for those who protect our freedom.

*You can learn more about Harley-Davidson/Buell by visiting [www.hdofdanbury.com](http://www.hdofdanbury.com). To learn more about the SBA 504 loan program and other SBA products and services, visit [www.sba.gov](http://www.sba.gov) and [www.sba.gov/ct](http://www.sba.gov/ct).*

# SCORE Corner

## S.C.O.R.E. - "We're more than just counseling!"

"SCORE: Counselors to America's Small Business" is best known for its core mission of providing free, face-to-face, confidential business counseling through a volunteer network of 10,500 retired and working experienced entrepreneurs, managers and executives. The service is available at every stage of a business' life cycle, from concept, to expansion, to wind-up.

In Connecticut, there are six chapters where counselors are available at the chapter office or at branches (see Chapter information listed below.)

What are less well known are SCORE's supplemental resources and services designed to assist in the difficult process of converting an idea into a practical business model.

### Workshops

These are designed as "basic training" in the key issues confronting those contemplating first-time self employment, including preparation of the business plan, business entities, tax and licensing considerations, accounting and other subjects. There are even online workshops available through SCORE's website at [www.score.org](http://www.score.org).

### Business Templates

Most of the basic tools needed to get started are available on SCORE's website including a sample business plan, bank loan request, break-even analysis, personal financial statement, sales forecasts, profit projections and a host of other forms.

### Reading Rooms

Available on line and in some SCORE chapter offices, these sites provide strategies and ideas to start, grow and run your business.

### Business Toolbox

This section of SCORE's website at [www.score.org](http://www.score.org) offers business quizzes, to online workshops, an IRS classroom and other important items. It even provides a financial benchmarking tool that enables a business owner to track the financial health of the company using a free, financial benchmarking service.

This combination of business resources and free experienced, personal counseling make SCORE a vital referral resource for lenders, community service agencies and others who are focused on developing and supporting the small business sector, America's economic renewable energy resource.

<u>Chapter</u>	<u>Telephone</u>	<u>Website</u>	<u>Email</u>
Fairfield County SCORE	(203) 847-7348		score41@aol.com
Western CT SCORE	(203) 794-1404		danburyscore@sbcglobal.net
Greater Bridgeport SCORE	(203) 576-4369	<a href="http://www.scorebridgeportct.org">www.scorebridgeportct.org</a>	score471@bridgeport.edu
New Haven SCORE	(203) 865-7645	<a href="http://www.newhavenscore.com">www.newhavenscore.com</a>	jbrander@aol.com
Greater Hartford County SCORE	(860) 240-4639	<a href="http://www.score56.org">www.score56.org</a>	krein22@comcast.net
Old Saybrook SCORE	(860) 388-9508	<a href="http://www.scoreshoreline.org">www.scoreshoreline.org</a>	score579@hotmail.com



# SPOTLIGHT ON!

## Connecticut *Connecticut District Office Highlights*

16<sup>th</sup> Annual PCSW  
Women in the Trades Nontraditional  
Occupations Networking Exchange  
April 9, 2005



L to r Congresswoman Nancy Johnson  
and Kitty Duncan, EDS

Take Your Daughter to Work Day  
April 28, 2005



L to r Lisa Powell and daughter Rose, Edie  
Moccia and granddaughter Melissa Nelson and  
DDD Greta Johansson



L to r Kitty Duncan's daughter Kitty, Jr  
and SBA Client

## More Connections

SBA en Español [www.sba.gov/espanol/](http://www.sba.gov/espanol/)

Hartford Economic Development Commission [www.hartforddecodev.com](http://www.hartforddecodev.com)

Federal Information and services to business [www.business.gov](http://www.business.gov)

Hartford SBA OWBO-CT Entrepreneurial Center [www.hartford.edu/sbaowbo](http://www.hartford.edu/sbaowbo) or [www.entrepreneurialctr.org](http://www.entrepreneurialctr.org)